

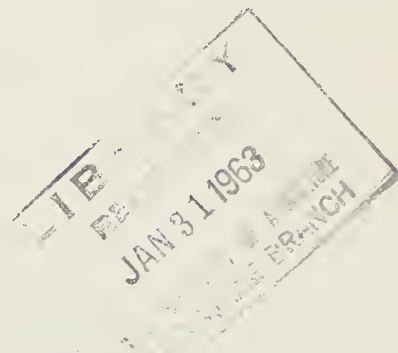
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# Prospects for Foreign Trade in



**LIVESTOCK AND MEAT**

Foreign Agricultural Service  
UNITED STATES DEPARTMENT OF AGRICULTURE  
January 1963

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# PROSPECTS FOR FOREIGN TRADE IN LIVESTOCK AND MEAT

## SUMMARY

An upward trend in world demand for meat, manifested since the end of World War II, continues, resulting in increased world livestock numbers and meat production. During the period, improved world living standards have caused per capita consumption of meat to rise, in many countries faster than the increase in human population. In 1963, a further moderate rise in world meat consumption per person is again expected.

U.S. production of beef, pork, tallow, greases, lard, and bovine hides and skins is expected to be larger in 1963.

For 1963, international trade in livestock and meat products will continue to be heavy. World trade in meats may rise moderately. Imports by the United States and by Continental European countries are expected to continue at high levels, but increased domestic production in the United Kingdom will tend to reduce import requirements there.

Again, the United States is expected to be an attractive market for imported beef and mutton. Supplies in Australia, New Zealand, Ireland, Mexico, and Central America will be large, and demand for processing meat in the United States will continue strong. However, there may be some increase in U.S. domestic marketings of cows with supplies of processing beef larger.

In 1963, U.S. exports of livestock and meat products will probably continue relatively high, but they may not reach the level of 1962. A rise in exports of tallow would depend largely on continued heavy buying by Japan, Western Europe, and, to a lesser extent, on Public Law 480 shipments. Fairly large sales of tallow under Public Law 480, which may account for up to 8 percent of total exports, will be delivered during the year. U.S. tallow exports have accounted for about 75 percent of total world exports. Of U.S. production of inedible tallow, totaling 3.6 billion pounds, about half goes into export channels each year.

In recent years, the export market for lard has become increasingly narrow with a larger percentage of the total going to a single market--the United Kingdom. Alternative outlets have become difficult to find when demand in the United Kingdom slackens. The United States is also facing greater competition in the United Kingdom market from European production. U.S. lard exports in 1963 may depend upon the United Kingdom's entrance into the Common Market and the establishment of variable import fees. Lard now enters the United Kingdom in unlimited quantities and is duty free.

U.S. exports of cattle hides and calf skins in 1963 may be moderately larger than a year earlier, despite continued strong domestic demand and a possible increase in imports of some types of light cattle hides, calf skins, and kip skins. The United States exports about one-third of the bovine hides moving in world trade. Increased





At a White House meeting President John F. Kennedy discusses agricultural exports with representatives of the U.S. livestock industry and with U.S. agricultural attaches. Among those present are: Jesse Dowdy, Brangus Association; Jack Royer, Polled Hereford breeder; Tom Abell, Brahman Association; Franklin Roosevelt, Polled Hereford breeder; William Horbaly, agricultural attache to Russia; Don Chittenden, president of the Polled Hereford Association; Harold Boucher, Hampshire Swine Association.

production in Canada, Australia, Republic of South Africa, and New Zealand has intensified the competition against the United States in World Markets. In 1962, the United States nevertheless maintained its position as the world's second largest exporter of cattle hides, and a large net exporter on balance.

Not much change in U.S. meat exports is foreseen in 1963. Domestic production will rise, but domestic demand is likely to continue unusually strong. Exports of variety meats, which had been increasing almost without interruption since 1951, leveled off in 1962. Smaller U.S. sales to the United Kingdom were replaced by larger shipments from Australia. Several European Economic Community countries have placed new higher tariffs in effect for U.S. products and have lowered duties on imports from other EEC countries. The volume of U.S. exports to the United Kingdom will depend partly on the United Kingdom's entry into the Common Market and the higher duties or other barriers which may become effective as a result.

The Foreign Agricultural Service keeps abreast of developments in the production, marketing, and utilization of agricultural products in about 110 foreign countries and provides U.S. agricultural interests with information on possible market outlets and supply conditions in competing areas. In 1962, comprehensive studies were made of livestock and meat production potentials and marketing developments in the United Kingdom, Ireland, New Zealand, Australia, France, and West Germany.

The FAS continues a comprehensive program of market development for livestock products in foreign markets. A new promotion program was inaugurated during 1962, aimed at increasing U.S. lard exports to the United Kingdom. Programs to increase overseas outlets for inedible tallow are being carried out in Europe and in Colombia. A project in Japan is directed at the promotion of leather sales. U.S. leather products were displayed in 1962 at a trade fair in Germany. To promote sales of U.S. livestock, judges and classifiers traveled to a number of livestock exhibitions in foreign countries.

A large number of foreign governmental trade barriers limit U.S. exports of livestock and meat products. Typical of these barriers are import duties and other taxes, import embargoes, and exchange and licensing controls. Barriers may be established to protect economic interests or to prevent the transmission of animal and human diseases across international borders.

Several significant developments affecting the market for livestock and meat in the European Common Market occurred during 1962. Regulations for carcass pork and live hogs became effective on July 31, 1962. The Common Agricultural Policy on beef and beef products was developed but the detailed regulations did not become effective in 1962. The six EEC countries--Belgium-Luxembourg, the Netherlands, Germany, France, and Italy--provide a market for \$90 million worth of U.S. livestock and meat products. Commodities exported in 1961 included: tallow and greases, \$41 million; hides and skins, \$21 million; meats, \$17 million; mohair, \$4 million; sausage casings, \$3.7 million; and lard, \$3.1 million.

The entrance of the United Kingdom into the Common Market unquestionably will create new problems since the United States exports over \$50 million worth of livestock products to the United Kingdom each year. In 1961, chief exports to that market included: lard, \$33 million; mohair, \$9 million; variety meats, \$8 million; and tallow and greases, \$3 million.

## CURRENT WORLD SITUATION

During the past year, the strong upward trend in world livestock numbers, evidenced since World War II, continued. In early 1962, the world's cattle population was estimated at 1,035 million head, 20 million more than a year earlier, and 125 million more than the 1951-55 average. World hog numbers reached a new record high of 485 million head in 1962, 4 percent above 1961, and 40 percent higher than the 1951-55 average. World sheep numbers totaled 990 million head, 11 million above the year before, and 152 million larger than the 1951-55 average.

The expansion in livestock numbers has been encouraged by favorable prices and an increasing demand for meat, as population and standards of living have risen throughout the world. Assuming continued world growth in industrial and in consumer incomes, demand for meat will continue strong and prices will be relatively favorable to producers.

Meat packing facilities are being developed or expanded in the U.S.S.R. and other eastern European countries, in Africa, Central America, and Oceania. The construction of these facilities is expected to stimulate further expansion in livestock numbers.



Total meat production in 41 countries reporting data on slaughter set a new record in 1962, reflecting the increase in world livestock numbers. Output in these countries totaled 102 billion pounds in 1961, about 2 percent above the previous year and 26 percent above the 1951-55 average. The rise in meat production since 1951 has more than equaled the population growth, and per capita meat consumption has increased in most countries. There will probably be a further rise in meat production during 1963 because of the continued increase in livestock numbers.

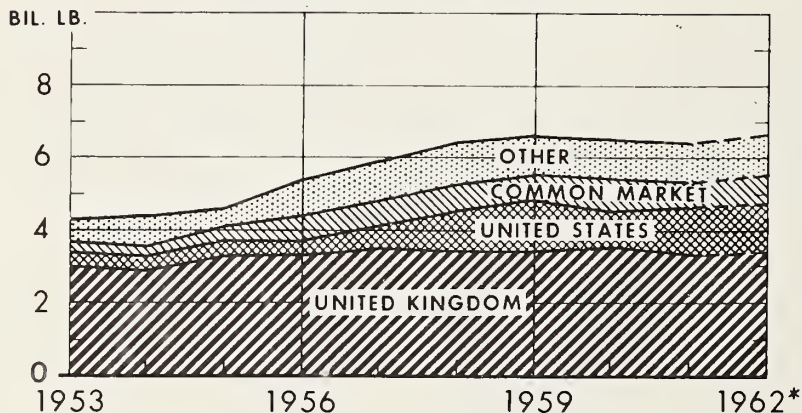
World trade in meat during 1961 totaled a record 6.6 billion pounds, 5 percent more than the previous year and 52 percent above the 1951-55 average. Four countries--New Zealand, Denmark, Argentina, and Australia--together exported 3.8 billion pounds, or 57 percent of total shipments.

The United Kingdom was the leading importer, taking approximately 52 percent of the world's total. The United States was the second most important market in 1961, receiving 21 percent of the total. The Common Market was the third largest importer. World trade in meat during 1962 continued at a high level and some further expansion is likely during 1963.

For 1962, world output of lard in the major producing countries (including Communist China) is estimated at about 8.4 billion pounds, slightly above the year before, because of higher output in the United States, the U.S.S.R., and Europe.

As the world's principal lard producing country, the United States in 1961 accounted for 31 percent of total output, although production was 9 percent below the peak output of 1959. Western European production continued at record levels. Further increase seems likely over the next few years in response to the favorable stimulus of the Common Market's agricultural policy. Lard production in Eastern Europe and the U.S.S.R. is estimated to have risen sharply in recent years, as hog numbers have increased.

### U. S. World's Second Largest Importer of Red Meats



\* PARTLY FORECAST



TABLE 1.—Meat and livestock products: U.S. and foreign production, consumption, and trade, average 1951-55 and annual 1961, with comparisons

Item	Average 1951-55		1961 <sup>1/</sup>		Percent change 1961 over 1951-55 av.	
	Foreign	U. S.	Foreign	U. S.	Foreign	U. S.
	<u>Mil. lb.</u>	<u>Mil. lb.</u>	<u>Mil. lb.</u>	<u>Mil. lb.</u>	<u>Percent</u>	<u>Percent</u>
Beef and veal:						
Production . . . . .	28,630	12,885	35,658	16,341	+ 25	+ 27
Pork:						
Production . . . . .	21,713	10,775	29,411	11,412	+ 35	+ 6
Mutton, lamb, and goat- meat:						
Production . . . . .	5,589	678	7,834	832	+ 40	+ 23
All meat, including horsemeat:						
Production . . . . .	56,793	24,338	74,069	28,585	+ 30	+ 17
Exports . . . . .	4,198	140	6,502	112	+ 55	- 20
Imports . . . . .	4,181	462	5,112	1,324	+ 22	+187
Consumption . . . . .	56,776	24,660	72,679	29,797	+ 28	+ 21
Lard <sup>2/</sup> :						
Production . . . . .	3,210	2,660	4,833	2,517	+ 51	- 5
Exports . . . . .	154	555	310	419	+101	- 25
Imports . . . . .	608	---	632	---	+ 4	---
Consumption . . . . .	3,664	2,105	5,155	2,098	+ 41	---
Tallow and greases <sup>2/</sup> :						
Production . . . . .	2,533	2,897	3,248	4,072	+ 28	+ 41
Exports . . . . .	271	1,024	617	1,826	+128	+ 78
Imports . . . . .	968	3	1,657	1	+ 71	- 67
Consumption . . . . .	3,230	1,876	4,288	2,247	+ 33	+ 20
Variety meats:						
Production . . . . .	---	1,676	---	1,967	---	+ 18
Exports . . . . .	---	30	---	124	---	+313
Sausage casings:						
Exports . . . . .	---	17	---	18	---	+ 6
Imports . . . . .	---	14	---	16	---	+ 14
Mohair:						
Production . . . . .	23	14	57	26	+148	+ 86
Exports . . . . .	13	2	23	14	+ 77	+600
Wool:						
Production (greasy) . . .	4,570	298	5,352	318	+ 17	+ 7
Exports (actual weight). .	2,290	1	3,128	---	+ 37	---
Imports (actual weight). .	2,301	441	3,014	336	+ 31	- 24
Consumption (clean) . . .	2,045	448	2,904	410	+ 42	- 8

<sup>1/</sup> Preliminary.

<sup>2/</sup> Production excludes estimates for Mainland China.

World lard exports in 1962 were about the same as the year before, which in turn were 20 percent below the record 900 million pounds of 1960. U.S. exports in 1961 dropped one-third from 1960, largely because of loss of the Cuban market, which formerly received annual average U.S. shipments of 175 million pounds. Exports to all countries from the United States were 57 percent of world totals in 1961, compared to 70 percent the previous year. The Netherlands, second largest exporter, in 1961 increased its share of the world market to 20 percent. France, third ranking exporter, continued to expand trade in 1961 and accounted for 13 percent of the world total.

The U.K. market, which took 60 percent of the world lard exports during 1961, increased purchases sharply in 1962. West Germany and Peru were other important lard importers.

World tallow and grease production in 1962 is estimated at an alltime high of 7.6 billion pounds, compared to 7.5 billion in 1961, and the 1951-55 average of 5.4 billion. Record production in the United States accounted for most of the increase, as it did the year before, when U.S. output of 4.1 billion pounds was 40 percent above the 1951-55 average. The United States maintained its position as the major tallow and grease producer, accounting for 56 percent of the world total.

Output in the Soviet Union, second largest producer, is estimated at a record 420 million pounds, 50 percent above the 1951-55 average. Australian production dropped 12 percent, while European output rose 7 percent and South American production 6 percent. A further increase in world production is forecast for 1963.

World tallow and grease trade rose to 2.4 billion pounds in 1961 and showed a further increase during 1962. The United States continued as the main exporter, accounting for 75 percent of world trade. Most of the remaining exports were supplied by Australia, New Zealand, and Canada. Japan, Italy, and the Netherlands were the principal importers and collectively took over half the 1961 shipments.

World cattle hide production has been at a record level during recent years. The outturn for 1962 is estimated at 170 million pieces, compared to a 1951-55 average of 145 million. The United States is the leading cattle hide producer and accounts for almost one-fifth of the world total. The U.S.S.R. is second most important by a considerable margin. Argentina has retained third place, despite a 35 percent decline in production since 1958.

For a number of years, the United States and Argentina have dominated world exports in cattle hides and together have recently accounted for about 60 percent of the world trade. In 1961, exports from the United States reached a record high of 7.6 million pieces, and alone amounted to over one-third of the world total. However, shipments from Canada, Australia, South Africa, and New Zealand are expected to increase significantly over the next several years.

World wool production in 1962 (1962-63 in the Southern Hemisphere) is forecast at 5,710 million pounds, down slightly from the 1961 output of 5,715 million. Increased production is expected in Australia, New Zealand, and Uruguay, decreased output in Argentina, South Africa, and the United States.

In 1961, the major importing countries--with the notable exception of the United Kingdom--bought more wool than in the previous year. During the first half of 1962, buying among the major importing countries was mixed. The United Kingdom continued to import less than in the previous year. There was reduced buying activity also in Japan but a sharp increase in Italy.

Prospects for 1962-63 appear generally favorable for the industry as a whole. Stocks in consuming countries are below last year, and demand for wool appears strong at the beginning of the new Southern Hemisphere selling season.

World mohair production in 1961 was estimated at just over 57 million pounds. The strong demand that led to increased goat numbers, particularly in the United States and South Africa, weakened somewhat in 1962. Output probably rose again in 1962 to nearly 60 million pounds, but production is expected to level off or drop in 1963.

## U. S. POSITION AND PROSPECTS

Byproducts remain the major livestock and meat products exported by the United States. In 1961, they amounted to more than 80 percent of the \$366 million total for the year. Lard, tallow and greases, and hides and skins were nearly three-fourths of the total. Tallow and greases accounted for more than one-third of the total with exports valued at \$135 million; hides and skins nearly one-fourth of the total at \$81 million; and lard about one-eighth at \$47 million. Exports of hides, tallow and greases and casings were up sharply in 1961, while lard exports dropped nearly one-fourth from the previous year. In 1962, exports of most livestock products declined, partly because of higher prices in the United States.

Value of U.S. imports of livestock and meat products increased \$93 million in 1961 to \$725 million. Most of this increase was the result of larger imports of cattle and beef, but imports of apparel wool were up also. Imports of livestock and meat products in 1962 rose above the high level of 1961. The increases were largely meats, hides and skins. The United States is a net importer of sheep, lamb, and goat skins and imports also some horse, buffalo, cattle, calf, and pig skins.

Imports in 1961 included: meats, \$368 million; hides and skins, \$59 million; wool, \$184 million; and livestock, \$101 million.

### Livestock

Numbers of cattle on U.S. farms are expected to rise again in 1963, as they have since early 1958. Beef production, which set new highs each year during 1960-62, is likely to increase again in 1963.

The number of grain fed cattle marketed continued to be very large in 1962. However, prices of fed cattle rose, and this encouraged a strong demand for feeder cattle, with higher prices.

The United States usually is a fairly large importer of cattle from Mexico and Canada, mostly feeder steers. Imports in 1961 totaled 1,043,000 head a level exceeded



TABLE 2.—Livestock, meat, and meat products: U.S. exports, volume and value, 1959-61

Commodity	Quantity			Value			1961 value as percent of --	
	1959	1960	1961 <sup>1/</sup>	1959	1960	1961 <sup>1/</sup>	1959	1960
	<u>Mil. lb.</u>	<u>Mil. lb.</u>	<u>Mil. lb.</u>	<u>Mil. dol.</u>	<u>Mil. dol.</u>	<u>Mil. dol.</u>	<u>Per- cent</u>	<u>Per- cent</u>
Beef and veal. . . . .	27.4	29.4	29.9	10.9	11.6	12.2	112	105
Pork . . . . .	70.9	69.5	68.3	20.9	20.9	20.7	99	99
Lamb and mutton (except canned) . . .	.8	1.5	1.6	.4	.7	.6	150	42
Sausage, bologna, and frankfurters . . . . .	3.4	3.5	3.3	1.9	1.9	1.5	79	79
Meat and meat products, canned, n.e.c. . . . .	4.5	1.7	1.2	1.1	.5	.4	40	80
Baby food, canned. . .	1.7	2.2	1.2	.7	.7	.5	71	71
Horsemeat (all kinds) . . . . .	1.4	1.0	1.5	.5	.3	.5	100	167
Variety meats . . . . .	91.3	121.1	123.9	19.4	25.2	27.2	140	108
Sausage casings, natural, hog . . . . .	11.0	9.3	11.6	8.4	7.6	11.8	140	155
Sausage casings, natural, n.e.c. . . . .	7.4	6.7	6.6	2.6	2.7	3.2	123	118
Lard . . . . .	604.2	620.0	416.6	60.2	60.6	46.7	78	77
Tallow and greases <sup>2/</sup> . . . . .	1,488.3	1,724.3	1,826.1	116.0	115.2	134.6	116	117
Mohair (clean content) . . .	18.6	13.5	13.5	21.6	15.6	14.9	68	96
	<u>Million pieces</u>	<u>Million pieces</u>	<u>Million pieces</u>					
Hides and skins . . . .	7.9	11.3	12.6	60.1	73.3	80.7	134	110
	<u>1,000 head</u>	<u>1,000 head</u>	<u>1,000 head</u>					
Livestock:								
Cattle and calves. .	50.7	32.2	24.0	15.7	10.4	9.0	57	87
Sheep and lambs . .	21.9	36.4	27.9	.5	.7	.8	160	114
Hogs . . . . .	12.7	6.6	8.2	.5	.5	.6	120	120
Total . . . . .	---	---	---	341.4	348.4	365.9	107	105

<sup>1/</sup> Preliminary.

<sup>2/</sup> Includes inedible tallow, inedible animal greases and fats, inedible animal oils, n.e.c., neatsfoot oil stock, oleic acid or red oil, and stearic acid.



TABLE 3.—Livestock, meat, and meat products: U. S. imports, volume and value, 1959-61

Commodity	Quantity			Value			1961 value as percent of --	
	1959	1960	1961 <sup>1/</sup>	1959	1960	1961 <sup>1/</sup>	1959	1960
	<u>Mil. lb.</u>	<u>Mil. lb.</u>	<u>Mil. lb.</u>	<u>Mil. dol.</u>	<u>Mil. dol.</u>	<u>Mil. dol.</u>	<u>Per- cent</u>	<u>Per- cent</u>
Beef and veal. . . . .	626.2	491.3	665.4	225.0	173.7	228.1	101	131
Pork . . . . .	174.9	171.3	172.9	114.2	114.4	114.9	99	99
Lamb and mutton . . .	56.8	49.7	55.8	13.5	10.9	13.5	100	88
Other canned, pre- pared or pre- served. . . . .	96.2	21.3	23.9	27.0	8.5	11.3	58	133
Variety meats, edible, fresh or frozen. . .	2.3	1.8	2.0	.8	.6	.5	63	83
Casings, sheep, lamb and goat. . . . .	4.5	5.1	4.6	6.4	7.8	7.1	111	91
Other natural casings.	10.1	10.6	11.9	3.9	4.7	6.1	156	130
Lard . . . . .	---	( <sup>2/</sup> )	( <sup>2/</sup> )	---	( <sup>3/</sup> )	( <sup>3/</sup> )	---	---
Tallow and greases <sup>4/</sup>	2.4	.2	1.0	.1	.1	.1	100	100
Wool:								
Apparel (clean content) . . . . .	93.1	74.1	90.3	80.9	66.2	76.5	94	116
Carpet (clean content) . . . . .	191.5	153.9	157.4	123.2	111.9	107.8	88	96
	<u>Million pieces</u>	<u>Million pieces</u>	<u>Million pieces</u>					
Hides and skins . . . .	64.6	50.3	44.0	80.8	64.7	58.5	72	90
	<u>1,000 head</u>	<u>1,000 head</u>	<u>1,000 head</u>					
Livestock:								
Cattle . . . . .	708.8	663.2	1,042.7	88.8	68.2	100.8	114	148
Sheep . . . . .	75.5	49.8	1.0	.7	.4	( <sup>3/</sup> )	---	---
Hogs <sup>5/</sup> . . . . .	2.4	1.2	2.3	.1	.2	.1	100	200
Total . . . . .	---	---	---	765.4	632.3	725.3	95	120

<sup>1/</sup> Preliminary.

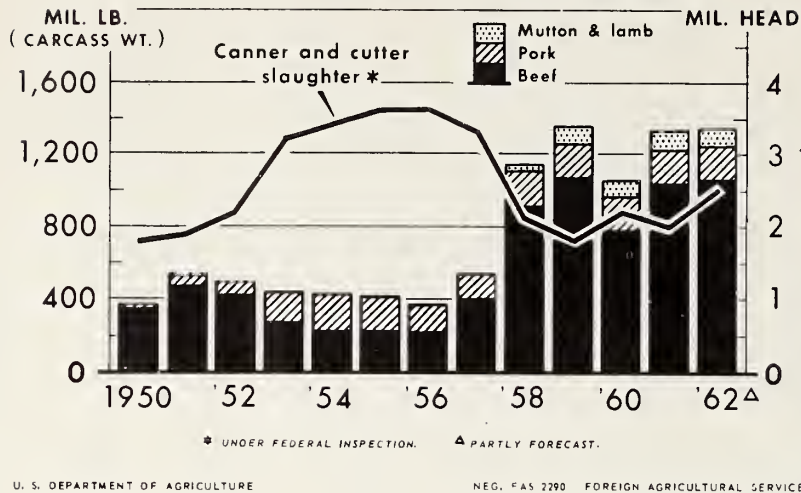
<sup>2/</sup> Less than 50,000 pounds.

<sup>3/</sup> Less than 50,000 dollars.

<sup>4/</sup> Includes edible and inedible tallow, oleo oil and stearin, animal oils and fats, n.e.c., stearic acid, animal fats and greases, n.e.c., and animal oils.

<sup>5/</sup> 200-pound equivalent.

## U. S. Imports of Meats Rise When Slaughter of Canner and Cutter Cattle Declines



only by the 1,152,000 head brought in during 1958. Imports in 1962 continued large. A sizable increase from Mexico was partly offset by decreased arrivals from Canada. Ranges in northern Mexico were poor in the summer and fall. However, feed conditions were much more favorable in Canada than in 1961, when serious drought had occurred.

With higher lamb prices in the United States in 1962, imports of lambs from Canada increased sharply but imports were still small in relation to U. S. numbers and slaughter and were much smaller than in 1959-60, when lambs were shipped in from Australia. The last shipments of feeder lambs from Australia entered in 1960, but the venture proved unprofitable to the exporters who brought in four shiploads, or a total of 96,000 head. The largest imports of sheep and lambs of recent years were reached in 1959, when 75,521 head entered, including 48,137 brought in from Australia.

During 1962, Mexico purchased 25,000 Rambouillet breeding sheep in the United States. The Mexican Government purchases were an effort to increase wool production, as that country does not produce enough wool to supply its requirements.

U. S. exports of cattle have been declining since 1959. Total exports in 1959 amounted to 50,000 head, but they dropped to 32,000 in 1960 and to 24,000 head in 1961. Cattle exports include shipments of beef breeding cattle to Mexico, Canada, Venezuela, Nicaragua, Colombia and other countries and fed cattle and veal calves to Canada. The exports also include shipments of dairy cows to Canada and to other countries.

As usual, the United States States imported a small number of hogs from Canada.

Canadian and U. S. livestock prices tend to rise and fall together as there is a free movement of livestock both ways across the border. U. S. and Canadian tariffs are practically equal for the various types of livestock and meat. Cattle prices in northern Mexico also tend to vary with U. S. prices, and there are only small U. S. exports to Mexico, consisting mostly of breeding cattle.

## Meat

U.S. imports of all meats in 1961 totaled 1.3 billion pounds (carcass weight), slightly less than the record reached in 1959. In 1959, imports were equal to 4.5 percent of the domestic production of 28.6 billion pounds, compared with 3.5 percent of production the year before. In 1962, imports were about one-third larger than a year earlier, because of higher prices in the United States and large supplies available for shipment from Australia, New Zealand, Ireland, and several Central American countries.

Imports of all types of beef in 1961 totaled 1,021 million pounds (carcass weight) compared with 760 million a year earlier and the record 1,047 million in 1959. Meat imports in 1962 established a new high record; most of them consisted of frozen boneless beef and frozen boneless mutton. Imports of boneless beef from New Zealand, Australia, and Ireland increased substantially, and shipments from Mexico moderately.

U.S. imports of beef from Central American countries increased sharply in 1962, with further growth expected in the years ahead. U.S. imports from the five countries--Costa Rica, Guatemala, Honduras, Nicaragua, and Panama--in 1956 amounted to only 176,000 pounds but rose each year to a total of 30.9 million in 1961. Imports in 1962 were considerably greater.

The Central American countries have taken a number of measures to encourage meat exports. A new large modern slaughter house was built in Montecillos, Costa Rica, in 1962. Guatemala opened its second meat export plant in December 1961. A new shipping service carrying frozen beef in refrigerated trailers from Guatemala to Miami appears to be successful. The ferry service brings meat from Honduras, Nicaragua, and Costa Rica to the United States. At present there are five slaughter houses in operation in Honduras which are sending boneless beef to the United States. The newest plant is at Choluteca. A private firm is planning a new modern livestock slaughter plant in British Honduras. British Honduras and El Salvador are the only Central American countries with inspection systems not approved by the U. S. Department of Agriculture; therefore these countries are not permitted to ship meat products to the United States. Panama has had little beef for export in recent years.

In 1963, another increase in U.S. beef and veal production is expected, with moderate increase in slaughter of cows. Beef and mutton imports are expected to remain very large, with plentiful supplies available in the chief exporting countries at prices much lower than those in the United States. However, imports, particularly of beef, may fall below 1962, with increased cow slaughter which provides a large part of the production of domestic beef for processing.

U.S. imports of mutton in the first 9 months of 1962 totaled 50 million pounds and were 26 percent larger than a year earlier. Most of this mutton was frozen boneless meat from Australia, used in processed meat products. Imports of lamb in the first 10 months of 1962 totaled 9.3 million pounds, 4 percent more than a year earlier. There was a sharp decline in imports from Australia, but imports from New Zealand rose considerably. U.S. lamb prices increased to a large extent from 1961 to 1962.

U.S. imports of pork in 1962 were considerably larger than a year earlier, reflecting the higher prices in the United States. Imports of canned hams and shoulders



from Denmark, the Netherlands, and Poland increased. Arrivals of fresh and frozen pork from Canada also were greater.

## Variety meats

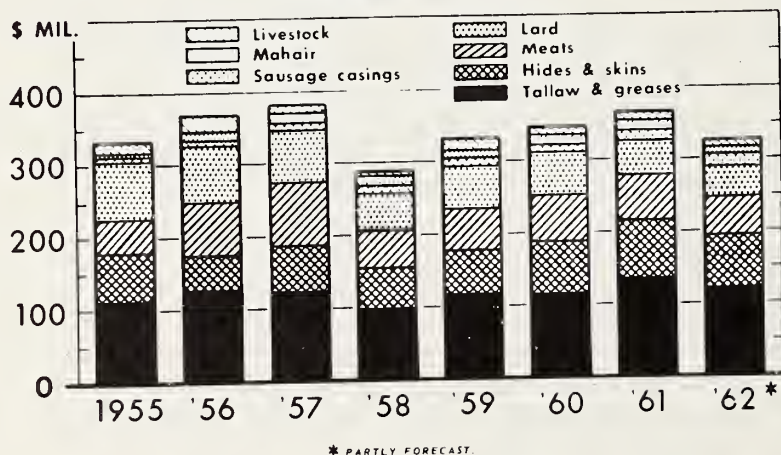
U.S. exports of variety meats, which had been increasing steadily for several years, leveled off in 1962. Exports are expected to continue large again in 1963. Exports to all countries in January-October 1962 totaled 104 million pounds, 2 percent more than a year earlier. U.S. exports to France and the Netherlands increased materially in 1962. There was not much change in the controlled imports of West Germany. However, shipments to the United Kingdom were smaller than the large ones of 1961.

Italy continued its virtual embargo on U.S. variety meats in 1962 and the United Kingdom continued to prevent importation of pork items from the United States by its inspection regulations. Germany continued to control imports from the United States, by its dollar allocation system and limited imports, to beef and pork livers and pork kidneys. France also continued to restrict imports from the United States by exchange and import controls. In recent years the United States has faced rising competition for variety meat markets because of increased production in such countries as Australia, New Zealand, and France. Four countries--the Netherlands, Germany, the United Kingdom and France--constitute about 90 percent of the U.S. export market.

## Lard

Lard exports in 1961 dropped to 417 million pounds, down one-third from the 1960 total of 620 million pounds. The loss of the Cuban market, combined with reduced U.K. purchases earlier in the year, caused the drop.

**U. S. Exports of Livestock Products  
Declined in 1962**





In 1962, the export picture brightened as U.K. buying picked up sharply, offsetting part of the loss shipments to Cuba. Exports through the first 10 months were 5 percent ahead of the previous year and for the year as a whole, probably exceeded 450 million pounds.

The future of U.S. lard exports to the United Kingdom, now virtually the only market outside of the domestic one, depends largely upon whether or not the United Kingdom enters the European Economic Community. If the United Kingdom enters the Community and accepts the Common Agricultural Policy as it is applied to lard, U.S. lard trade will be adversely affected. Beginning in early 1963, lard imports into the EEC will be regulated by flexible import fees and a gate price system. The weighted average duty on shipments to the EEC in 1959 was 9.7 percent. The U.S. product enters the U.K. free of duty. The common external duty on lard is 20 percent, but this figure will have little significance when the flexible import fees and gate prices are effective.

Higher prices resulting from application of the proposed variable levy system for lard could lead to increased substitution of vegetable oils for traditional lard manufacturing uses in the United Kingdom. Some displacement of U.S. lard by lard from within the Community would occur. However, it is not likely that the EEC, including the United Kingdom, will become self-sufficient in lard in the near future.

## Tallow and greases

U.S. production of tallow and greases (including edible tallow) exceeded 4.1 billion pounds in 1962. The United States continued to be the world's leading producer, accounting for more than one-half of total production, and also the leading trader with about two-thirds of world exports.

U.S. tallow exports in 1961 reached 1.8 billion pounds, up from 1.7 billion in 1960. Exports in 1961 were up sharply because of larger amounts bought by Japan and the U.S.S.R. The Soviets took nearly 200 million pounds, the first such purchases in recent years. Partially offsetting the large exports to the U.S.S.R. and Japan were reduced shipments to Western Europe.

In 1962, U.S. exports to Western Europe recovered somewhat with exports to Italy up sharply; however, total tallow shipments dropped below the high of 1961. U.S.S.R. purchases during 1962 were only one-third as large as in 1961. Japan reduced its buying in 1962 as a result of government measures taken to remedy balance of payment troubles, and also because of the continuing trend toward greater use of synthetic detergents in Japan.

The use of inedible tallow in the United States has remained relatively stable in recent years, while production has risen. The export market has absorbed most of the rise. Traditionally, most tallow sales abroad have been for dollars. However, since late 1961, increasing amounts have been exported under Public Law 480 to such countries as Egypt, Poland, and Pakistan. The European Economic Community Common Agricultural Policy, as it applies to tallow, is not expected to restrict trade (see section on EEC).

## Casings

There are no production statistics for natural casings. It is known, however, that potential production exceeds world demand, which has been declining in recent years.

The United States is both a major importer and a major exporter of natural casings. U.S. imports, mostly from sheep and lambs, come largely from Australia, New Zealand, Canada, Denmark, and Argentina. In 1962, imports will probably total slightly more than in 1961, because of increased imports of sheep and lamb casings. Exports of natural casings in 1961 were well above the previous year because of increased shipments of hog casings. The United Kingdom, Germany, and the Netherlands increased their purchases of hog casings substantially during the year. Exports of beef casings dropped in 1961, as Spain reduced purchases about one-third from the previous year. Over all, the United States exported 18.2 million pounds of casings during 1961, up from 16.0 million pounds the year before. In the first 10 months of 1962, exports of casings were up 3 percent from the same period last year.

## Hides and skins

U.S. production of bovine hides and skins in 1961 totaled about 38.5 million pieces, down slightly from the previous year because the reduced production of calf and kip skins offset increased output of cattle hides. Increases in slaughter of both cattle and calves in 1962 provided a larger supply of bovine hides during the year.

Production of hides in Argentina has risen sharply in 1962, because of increased slaughter following severe drought. Increased exports of hides from Argentina in 1962 have led to reduced prices in the United States.

U.S. exports of cattle hides totaled 7.6 million pieces in 1961, but were slightly smaller in 1962.

## Wool

The United States usually imports about one-half of its annual requirements of apparel wool and nearly all of its carpet wool needs. In 1961, U.S. imports of apparel wool totaled 90 million pounds (clean basis), up more than one-fifth from the previous year. Imports of dutiable wool (apparel wool) in the first 10 months of 1962 were more than one-third greater than during the same period in 1961. Mill use, at around 270 million pounds, was the highest in 5 years.

Imports of carpet wool through October 1962 trailed the previous year by 16 percent at 118 million pounds.

## Mohair

Mohair production has been increasing rapidly in the Republic of South Africa, Turkey, and the United States in the last few years under the stimulus of large exports to Western Europe and Japan at favorable prices. The United States has moved from



a net importer in the early 1950's to the position of the world's leading producer and exporter since 1957.

U.S. production in 1961 totaled 26.4 million pounds (grease basis), up 8 percent from the previous year, and exports were 16.9 million pounds (grease basis).

In 1962, U.S. production probably rose again, as there was an increase in the number of goats on farms and ranches. Exports, however, have trailed 1961, and probably totaled somewhat less for the year as a whole.

## BUILDING WORLD MARKETS

New market development programs were started in 1962 to expand the use of tallow in Europe and lard in the United Kingdom. Most of the other activities of the previous years were continued. Cooperator and trade representatives and FAS and USDA personnel traveled to over 50 countries to assist in strengthening programs of established projects, helping to develop new programs, and seeking new or expanded outlets for available export products.

### Lard

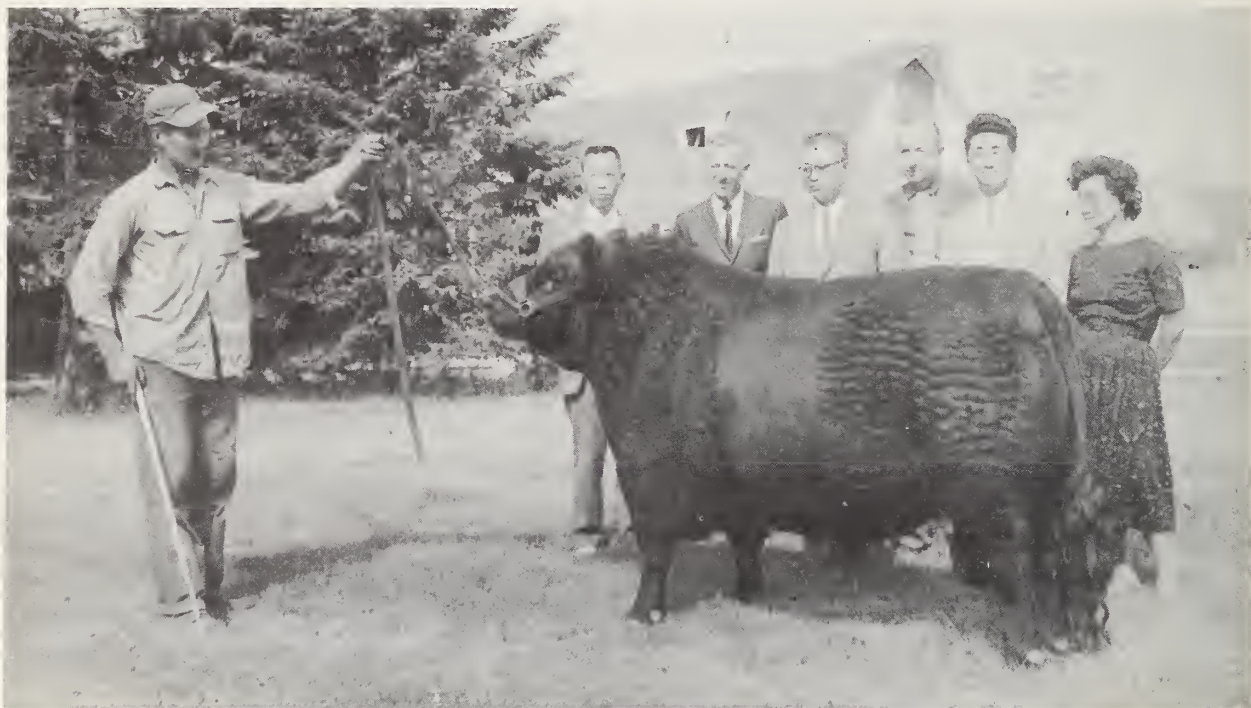
A new promotion program was inaugurated during the year aimed at maintaining and expanding the U.S. share of the U.K. lard market. The project being developed by the National Livestock and Meat Board working with the U. K. lard trade is small in relation to the \$30 million market. This promotion project can provide useful guidelines for continuing American lard utilization in the British market.



Bob Mannion of FAS; Carl Neumann, National Livestock and Meat Board; and Dr. Paul Findlen, assistant agricultural attache, examine a block of U.S. lard at the London Trade Center Exhibit.

## Tallow

The National Renderers' Association, working with FAS, has stepped up its activities toward expanding overseas outlets for inedible tallow. The soap promotion project in Colombia continued during the year, and the resulting expansion of soap sales has increased U.S. tallow exports to that market. A project was begun in Western Europe directed toward expansion of the fat-in-feed utilization in the livestock and poultry feeding industries. An NRA representative has established an office in Rome and is providing leadership for the project.



A Japanese livestock group view a prize Angus bull at Model Farms near Chicago, Illinois.

NRA participated in the large Ferio del Campo exhibition in Madrid, Spain, with a tallow exhibit. Interest was keen among soap manufacturers, livestock-feed mixing firms, and the public, in the display of tallow based consumer products. Spadework progress was made in a number of countries for future market development work.

## Hides and skins

The Market Development Project directed toward the promotion of leather sales to the Japanese consumer continued during the year. Sales of shoes and other leather products have shown continued growth in this market. The superior quality and prestige of leather goods and the "buy only genuine leather labeled products" is emphasized in advertising and promotion media.





## Das Haus des Leders



Promotion of U.S. livestock products through trade fairs. Above, at the Tanners' Council of America, Inc., exhibit at the Hamburg Fair, a German businessman examines American leather (left), while fair visitors view leather goods (right). Below, at the Lima Fair, children become acquainted with soap made from U.S. tallow, with (left), a small girl reaching for one of the soap bubbles used to emphasize the "clean face" sign; (right), John Haugh of National Renderers Association watching as children wash their hands at the school lunchroom exhibit.



## Leather

The Tanners Council of America, Inc., had a very successful leather display and fashion show at a Hamburg, Germany, trade fair. This has pointed to the desirability of increased promotion of U. S. leather and leather products in foreign countries.

## Livestock

Inquiry and demand for breeding animals of the various livestock breeds continue to be received from several Latin American countries. During 1962 increased interest by overseas customers was shown in Japan, Rukuyu Islands, the Philippines, and Portugal, as well as some other countries in Africa and Asia. Trade missions and representatives of several breed associations traveled to a number of the countries, developing sales for U. S. livestock. Judges and classifiers also traveled to several livestock exhibitions and countries in the interest of U. S. livestock breeders. Visits by these technicians were requested by U. S. agricultural attaches and various foreign livestock associations.

### FOREIGN TRADE BARRIERS

Argentina prohibits imports of sheep and cattle from countries, including the United States, where Blue Tongue disease is present. Blue Tongue is a disease of sheep. Cattle, while not generally affected, are carriers of the virus.

Australia prohibits imports of cattle and sheep from the United States and other countries where Blue Tongue is present, also imports of U. S. hogs and pork products because of the "hog cholera situation" in the United States.

The United States and other western countries are excluded from most import tenders for meat and meat products issued by the Austrian Livestock Marketing Board. The latter generally imports these items only on short notice, thereby virtually eliminating the United States as a source of supply. Imports of raw pork and pork variety meats from the United States are also prohibited by veterinary regulations.

Austria still requires special inspection certificates for hides imported directly from the United States or as transshipments from other countries such as the Netherlands or Germany. Hides from condemned animals must not be included. Slaughter plants in the United States must maintain special inspection supervision on shipments to Austria.

Barbados prohibits imports of pork from the United States because of hog cholera.

Belgium prohibits imports of unsterilized pork products from the United States because of hog cholera and controls imports of a large number of meat items from all countries under its import licensing procedures. This control may be changed when Common Market import fees for meat products become effective.

In Brazil lard and other pork products are still in a "special" import category. Imports must be made with dollars purchased at auctions. The premiums which have to be paid for these dollars, plus the tariff duties, make the cost of U. S. products prohibitive.



British Guiana restricts the entry of fresh pork products from the United States because of hog cholera. Entries of bacon and ham are also restricted by import permits. Imports of tallow and lard are restricted under the provisions of the West Indies Oils and Fats Agreement.

On June 25, 1962 Canada levied special import taxes on most livestock and meat products brought in from foreign countries and at about the same time lowered the value of the Canadian dollar. These actions tended to discourage imports from the United States. However, the special import levies on livestock and meat products were abolished on November 15. Canada is the second or third largest export outlet for U. S. livestock and meat products, but it is also a large source of U. S. imports, particularly of feeder cattle and meats. U. S. exports of these products to Canada in 1961 were valued at \$38 million; imports totaled \$98 million.

Chile's high import taxes discourage entry of U. S. products. The current duty on hog grease for refining is 120 gold pesos per kilo (12 cents per pound) plus an ad valorem tax of 3 percent of the landed value, and an additional tax of 10 percent of the c.i.f. value. An import deposit equal to 100 percent of the c.i.f. value is also required. The normal import duty on inedible tallow is .45 gold pesos per kilo (U. S. 4.3 cents per pound) plus 30 percent ad valorem.

Colombia bars entry of most livestock and meat products, and those not restricted are subject to high duties, both specific and ad valorem, and to prior license requirements. Imports of inedible tallow and hydrogenated fats and oils are subject to prior license, which may be denied if authorities deem the foreign exchange situation critical.

Denmark prohibits entry of pork and pork products from the United States because of hog cholera.

Egypt obtains a large share of its import requirements of meat products through bilateral trade agreements with other countries. Price competition usually is of secondary importance in these transactions.

Finland controls the entry of most meat animal products by variable import fees which become effective October 1, 1962, and has discontinued its program of direct export subsidies.

France restricts the import of most meats from the United States, primarily to maintain prices of livestock to French farmers. However, imports of certain types of frozen variety meats, inedible tallows and greases, and cattle hides, are permitted.

Throughout 1962, West Germany limited entry of variety meats and fatback from the United States under its import tender system. Imports of meats were limited to pork and beef livers, pork kidneys, and fatback. Imports of lard, inedible tallows and greases and cattle hides were not restricted.

High import tariffs restrict entry of meat into Guatemala. For example, canned hams are subject to a duty of \$1.00 per kilo (45.4 cents per pound) plus 30 percent of the import value, so the duty is roughly equivalent to the value of the product. The duty on canned sausages is 40.9 cents per pound plus 30 percent ad valorem; frozen pork

27.2 cents per pound plus 10 percent; and smoked and cured pork 36.3 cents per pound plus 25 percent ad valorem. The duty on lard is 15.9 cents per pound plus 10 percent of the import value. Under the Central American Common Market Treaty, the specific part on the duty of lard will progressively increase by 5 cents per kilogram per year until the specific duty reaches 50 cents per kilogram by 1965.

Haiti restricts meat imports by use of a luxury foodstuffs tax.

High import duties limit Honduran imports of U. S. meat products. Duties on smoked, salted or cooked pork and sausage, and canned ham, bacon, and sausage are 2 lempiras per kilogram (45 cents per pound).

India prohibits imports of most livestock products. Inedible tallow is about the only animal product permitted entry. It comes in duty-free to "actual users" under a scheme based on exports of cotton textile fabrics.

Ireland generally restricts entry of all livestock and meat products by requiring import licenses. Lard from the United States is subject to an import tax of \$11.76 per 100 pounds, compared with \$7.84 per 100 pounds for lard from Commonwealth countries. Sausage casing imports are controlled by licenses and are under strict veterinary control. Tariffs are high.

Throughout 1962 Italy maintained close control on imports of meats through its licensing system. Quotas were established for different types of meats. Amounts coming in were determined in part by the level of domestic livestock and meat prices.

Jamaica still requires specific licenses from the Trade Board to import fresh, frozen or other types of pork originating in areas outside the West Indies. Imports of lard, tallow, and most other animal fats and oils are also under license.

Luxembourg still has restrictions on imports of several livestock and meat products. Those most important to the United States relate to pork, bacon, prepared meats and sausages.

Several trade barriers, including import prohibitions requiring of import permits, and high duties, restrict U. S. exports of livestock and meat products to Mexico. If these controls were lifted, U.S. exports would rise sharply. At present only variety meats, hides, skins and lard are permitted to enter Mexico in quantity, and sales of these commodities are smaller than they would be were trade unrestricted.

New Zealand prohibits imports of most meats and other packinghouse products. Since it is a large exporter of these commodities, imports probably would be small--even if they were permitted. Imports of hog casings in 1962-63 are limited to 75 percent of the entries from all sources during the 1960 licensing year. However, additional licenses may be granted to meet actual requirements. Individual licenses are required to import tallow, hides, and skins. New Zealand excludes the entry of unsterilized pork from the United States because of hog cholera.

Norway prohibits the import of most meat products. Beef, veal, mutton, lamb, pork, sausages, variety meats, lard, rendered pork fat, hydrogenated animal shortening, tallow, tankage, and blood and bone meal are embargoed. Imports of certain types



of animal greases other than tallow and lard are permitted under license. Imports of sausage casings, pigskins, cattle hides, and sheep and lamb skins are not restricted.

Exemptions from the embargo are granted by the Ministry of Agriculture when shortages occur. Import licenses are issued only during periods of short supply and are valid for a short period, which makes it impossible for U.S. exporters to compete even if prices or quality are competitive.

Imports of lard into Panama are limited by quotas. The duty on U.S. lard is about 100 percent ad valorem.

During 1961 Peru increased its import duty on lard from 9-1/2 percent ad valorem to 1.2 soles per kilogram plus 12-1/2 percent ad valorem. Peru increased its import duty on tallow from .03 soles per kilogram and 12-1/2 percent ad valorem to .045 soles per kilogram and 13-1/2 percent ad valorem. It also increased import duties on oleomargarine and premier jus from .15 soles per kilogram and 12-1/2 percent ad valorem to .225 soles and 13-1/2 percent ad valorem.

Receipt of all fresh meats, lard and canned meats (except beef) into the Federation of Rhodesia and Nyasaland requires having import licenses. Imports are confined to tallow, sausage casings, mutton and some canned meats. Tallow, hydrogenated animal shortenings, and lard from the United States enter at higher duties than the preferential rates accorded to Australia and New Zealand as members of the Commonwealth.

All meat imports by Spain are purchased by the Government's National Supply Commission. That agency controls the amounts received and their origin. However, inedible tallow and cattle hides are imported by private individuals in unrestricted amounts.

Sweden regulates imports of meats and meat products from all areas by licenses and import tariffs. Licenses are not issued when domestic production is regarded as satisfactory. Tariffs are flexible and are raised to reduce imports when prices are low. A special tax on imports of horsemeat, beef, and pork is applied to equalize prices of imported meats with those produced domestically.

Veterinary controls prevent the entry of frozen pork and pork variety meats from the United States, but some canned pork is being imported. Import duties on livers and some other variety meats equal 20 cents per pound. Sweden has both import tariffs and compensation taxes on lard.

The United Kingdom (except Northern Ireland) technically approves the entry of imports of pork and pork variety meats originating in the 44 States of the United States which outlaw the use of virulent hog cholera vaccine. Pork imported from the United States must be produced from hogs which (1) are free of cholera at time of slaughter; (2) come from a State which does not use live virus vaccine and (3) originate on farms free from cholera for at least 6 months. Because of the stringent controls for cholera, only small amounts of U.S. fresh pork and variety meats have been shipped to Britain, for use by the U.S. armed forces and regular commercial sale. On January 1, 1963 a U.S. Federal regulation became effective prohibiting the interstate shipment of live virus vaccine. This regulation will further restrict the use of live virus vaccine for

cholera control, improving export possibilities. Use of live virus acts as a reservoir for cholera infection, while use of other types does not present this hazard.

Most U.S. canned meats of all types (except poultry) and most cooked pork products are barred from the United Kingdom by dollar restrictions. Uncooked pork and variety meats are under the veterinary controls previously mentioned. There are no restrictions on imports of frozen carcass and variety meats of beef, veal, lamb, and mutton. In 1962 the British Board of Trade removed restrictions on imports, from the dollar area, of certain types of sausages and canned lima beans with ham.

The United Kingdom has a 10 percent ad valorem tariff on imports of inedible tallow from other than Commonwealth countries. Australia and New Zealand are allowed duty-free access to the U.K. market. The United Kingdom has a duty of 10 percent ad valorem on imports of hog casings from the United States (valued at £10 per hundredweight or less). The United States is at a distinct disadvantage in shipping to that market as Commonwealth countries, which are large suppliers, pay no duties. The U. K. tariff on beef variety meats (except sweetbreads and tongues) and on sausages from the United States, is 20 percent ad valorem; there is no duty on these items from Commonwealth sources.

During most of 1962 importers in Venezuela were required to purchase definite amounts of local pork in order to bring in supplies from other countries. For example, dealers are permitted to buy 4 pounds of imported ham or shoulder for every pound of locally-produced live hogs slaughtered from local production; 6 pounds of foreign ham and shoulder for each pound of domestic pork produced; or 10 pounds of imported ham and shoulder for each pound of ham or shoulder produced locally. In December 1962 Venezuela suspended imports of pork to permit hog prices to rise.

Yugoslavia has a flexible control system which adjusts exports and imports of agricultural commodities according to domestic supply and price conditions.

## EUROPEAN ECONOMIC COMMUNITY (EEC)

Several significant developments regarding the EEC meat policy occurred during 1962. The EEC regulations for carcass pork and live hogs went into effect on July 31. The regulations for pork cuts, variety meats and lard were originally scheduled to go into effect on December 3, 1962. However, it appears that they will now become effective on February 4, 1963. The regulations for beef (including variety meats and tallow) scheduled to go into effect on November 1, 1962, are not expected to become effective until at least April 1, 1963.

At the Tariff Conference of the General Agreement on Tariffs and Trade (GATT), early in 1962, EEC agreed to bind its external tariffs for raw hides and skins, and for mohair, at zero. It also agreed to bind the Common External Tariffs (CXT's) for edible variety meats of hogs and cattle at 20 percent ad valorem; for inedible tallow at 2 percent and for inedible hog grease at 3 percent.

The situation regarding exports of the various kinds of U.S. livestock and meat products currently appears to be as follows:

# IMPORT CONTROLS OF FOREIGN COUNTRIES FOR LIVESTOCK AND MEAT PRODUCTS FROM THE UNITED STATES

AREA AND COUNTRY	INEDIBLE		CATTLE HIDES	LARD	FROZEN VARIETY MEATS			PORK			BEEF			TYPE OF CONTROL①
	TALLI	HOG GREASE			BEEF	PORK	LAMB	FROZEN	CURED	CANNED	FROZEN	CURED	CANNED	
COMMON MARKET														
BELGIUM-LUX.														
FRANCE														
GERMANY, F.R.														
ITALY														
NETHERLANDS														
OTHER EUROPE														
AUSTRIA														
FINLAND														
NORWAY														
PORTUGAL														
SPAIN														
SWEDEN														
SWITZERLAND														
UNITED KINGDOM														
OTHER COUNTRIES														
COLOMBIA														
JAPAN														
MEXICO ②														
VENEZUELA														

☐ No import controls

☐ Imports subject to exchange controls

☐ Imports limited by veterinary and related controls

☐ Imports limited by variable import fees

☐ Imports by state trading agencies

☐ Imports prohibited

<sup>①</sup> Countries may have more than one type of control, but only the dominant one has been listed for each commodity

<sup>②</sup> Except for designated free zones

As of December 1962



## Tallow and greases

In 1961, the United States exported \$31 million worth of tallow to the EEC (see Table 4). Since the tariff for this commodity has been bound at 2 percent ad valorem, trade should not be materially affected by the EEC policy. Although the EEC beef policy requires import certificates for tallow, it is not anticipated that this requirement will be used to restrict trade. The import duty of 3 percent on inedible hog grease has been bound in GATT. U.S. exports to the six Common Market countries in 1961 amounted to \$9.5 million.

## Hides and skins

U.S. trade with the EEC, which totaled approximately \$20 million in 1961, is expected to continue at high levels since the duty has been bound at zero and since no restrictive features of the Common Market's Agricultural Policy are expected to be applied to these items.

## Variety meats

Under the Common Agricultural Policy (CAP) for pork variety meats, these items are subject to a complex levy and gate price system; however, since frozen beef and pork variety meats have been bound in GATT at 20 percent, this should be the maximum duty applicable when the EEC policy becomes fully effective. Present tariff rates for most countries are below 20 percent, however, and trade in variety meats will be limited as a result of increases in the duty rates.

Under the proposed EEC policy for beef, beef variety meats are not subject to the levy or gate price system. However, their entry will require the issuance of import certificates. Trade could be limited if these certificates were not issued freely; it also will be affected by the gradual increase in duties designed to bring current rates up to the 20 percent bound common external tariff.

## Lard

Under the EEC policy for pork, lard will be subject to the import levy and gate price system. The extent of these levies is not yet known. However, any increases in the weighted average level of 10 percent ad valorem will undoubtedly limit U.S. exports. The problem will increase in magnitude when and if the United Kingdom enters the EEC, since this market now accounts for approximately 85 percent of U.S. exports.

## Sausage casings

U.S. trade in natural sausage casings is not expected to be materially affected by the current EEC policy. Trade in this commodity to the EEC in 1961 was valued at about \$3.3 million.

## Mohair

EEC countries do not levy import duties on raw mohair and since no change in the duty status is anticipated, trade should continue at relatively high levels. The value of U.S. exports of mohair to the EEC countries in 1961 was \$3.5 million.

TABLE 4.—U.S. exports of variety meats, lard, and tallow and greases to Common Market countries and the United Kingdom, 1960 and 1961, and duty rates, January 1961 and January 1962

Item and country	U.S. exports		Import duties		
	1960	1961	January 1961	January 1962	
	1,000 dollars	1,000 dollars	General Percent Ad Valorem	General Percent Ad Valorem	EEC Percent Ad Valorem
Variety meats:					
Benelux <sup>1/</sup> . . . . .	6,536	6,930	<u>2/</u> 10.0 <u>3/</u> 12.0	<u>2/</u> 13.0 <u>3/</u> 14.4	<u>2/</u> 7.0 <u>3/</u> 8.4
France . . . . .	1,549	2,814	<u>4/</u> 20.0 <u>5/</u> 15.0	6.0 6.0	0.0 0.0
West Germany . . . . .	6,173	6,496	<u>6/</u> 5.0 <u>7/</u> 10.0	<u>6/</u> 9.5 <u>7/</u> 13.0	<u>6/</u> 3.5 <u>7/</u> 7.0
Italy . . . . .	9	116	<u>8/</u> 15.0	16.5	10.5
Total, EEC . . . . .	14,267	16,356	---	---	---
United Kingdom . . . . .	8,164	8,041	0	0	0
Total, world . . . . .	25,194	27,167	---	---	---
Lard:					
Benelux <sup>1/</sup> . . . . .	68	634	<u>9/</u> 0.0 <u>10/</u> 0.0	<u>9/</u> 1.2 <u>10/</u> 6.0	<u>9/</u> 0.0 <u>10/</u> 0.0
France . . . . .	28	---	<u>11/</u> 32.0 <u>12/</u> 32.0	<u>11/</u> 23.6 <u>12/</u> 28.4	<u>11/</u> 20.8 <u>12/</u> 20.8
West Germany . . . . .	1,978	2,462	<u>13/</u> 10.0 <u>14/</u> 18.0	<u>13/</u> 13.0 <u>14/</u> 20.0	<u>13/</u> 7.0 <u>14/</u> 12.5
Italy . . . . .	1	1	<u>8/</u> 35.0	20.0	14.0
Total, EEC . . . . .	2,075	3,097	---	---	---
United Kingdom . . . . .	32,951	30,122	0.0	0.0	0.0
Total, world . . . . .	60,618	46,687	---	---	---
Greases (inedible): <sup>15/</sup>					
Benelux <sup>1/</sup> . . . . .	5,789	9,251	<u>16/</u> 0.0 <u>17/</u> 0.0	<u>16/</u> 2.4 <u>17/</u> 3.6	<u>16/</u> 0.0 <u>17/</u> 0.0
France . . . . .	69	33	32.0	28.4	20.8
West Germany . . . . .	122	93	0.0	0.0	0.0
Italy . . . . .	617	74	<u>8/</u> 13.0	0.0	0.0
Total, EEC . . . . .	6,597	9,451	---	---	---
United Kingdom . . . . .	166	398	10.0	10.0	10.0
Total, world . . . . .	14,102	19,135	---	---	---
Tallow (inedible):					
Benelux <sup>1/</sup> . . . . .	13,189	9,113	0.0	.6	0.0
France . . . . .	1,763	519	15.0	11.1	9.7
West Germany . . . . .	6,056	7,019	0.0	.6	0.0
Italy . . . . .	16,637	14,383	0.0	.6	0.0
Total, EEC . . . . .	37,645	31,034	---	---	---
United Kingdom . . . . .	2,346	1,115	10.0	10.0	10.0
Total, world . . . . .	98,808	113,641	---	---	---
Fatback:					
Benelux <sup>1/</sup> . . . . .	---	---	12.0	15.0	8.4
France . . . . .	---	---	36.0	35.0	26.0
West Germany . . . . .	(18/)	(18/)	10.0	13.6	7.0
Italy . . . . .	---	---	<u>8/</u> 40.0	22.0	15.4
United Kingdom . . . . .	---	---	10.0	10.0	10.0

<sup>1/</sup> Belgium, Luxembourg, Netherlands. <sup>2/</sup> Frozen cattle tongues; frozen pork kidneys and pork tongues. <sup>3/</sup> Other variety meat. <sup>4/</sup> Livers, duty temporarily suspended. <sup>5/</sup> Other variety meat, duty temporarily suspended. <sup>6/</sup> Fresh and frozen pork or beef livers. <sup>7/</sup> Other fresh and frozen pork and beef variety meats. <sup>8/</sup> December 31, 1961. <sup>9/</sup> For industrial use other than processing for food. <sup>10/</sup> For human consumption and processing for food. <sup>11/</sup> Lard for industrial purposes. <sup>12/</sup> Other lard. <sup>13/</sup> Lard for remelting. <sup>14/</sup> Refined lard in packages. <sup>15/</sup> Inedible animal greases and fats, n.e.c. <sup>16/</sup> Lard stearin and oleo stearin. <sup>17/</sup> Other tallow. <sup>18/</sup> Data by country not available; however, Germany is the largest market.

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